

Addendum to FSC-91-B		5/30/97
SUBJECT: BSGSF Presleeved Configurations/ Retail Explanation Sheet		
DISTRIBUTION:		
<input checked="" type="checkbox"/> AVP	<input checked="" type="checkbox"/> KAM	<input checked="" type="checkbox"/> DM
<input checked="" type="checkbox"/> RSM	<input checked="" type="checkbox"/> AM	<input checked="" type="checkbox"/> RM
<input checked="" type="checkbox"/> RBM	<input checked="" type="checkbox"/> AE	<input type="checkbox"/> Sales Rep
<input checked="" type="checkbox"/> ROM		<input type="checkbox"/> Retail Rep

- Following is revision to Attachment "Promotional Packing Explanation B2G2F Sheet." Total Contents Equals: 20 Saleable B2G2E Units.
- Also, special thanks to Buffalo Region for helping to develop the Retailer Explanation Sheets.

Program Contacts: Your Region Operations Manager  
Colin Uffindell, extension #1367  
Sharon Reid, extension #2584

R. J. REYNOLDS TOBACCO COMPANY

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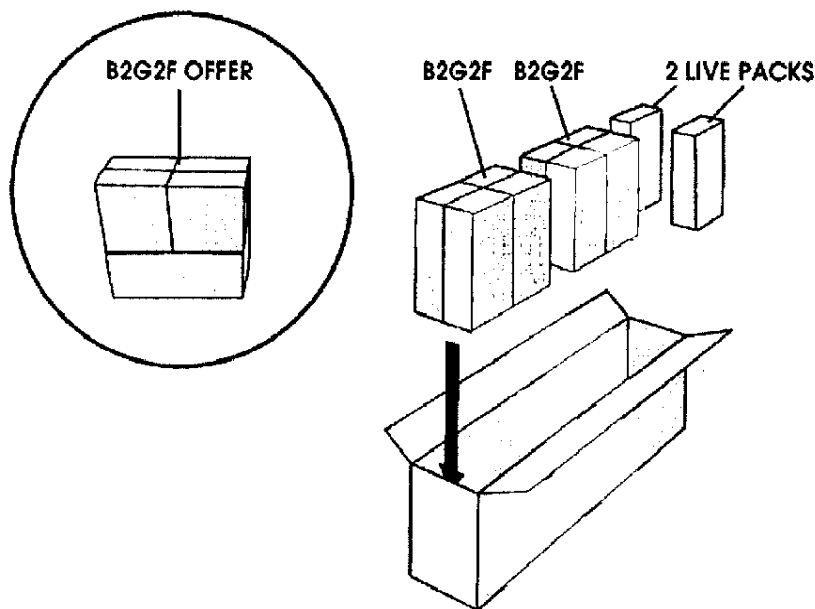
To All RJR Retail Partners:

**Promotional Packing Explanation Sheet**

**Consumer Offer:** Buy 2 Packs Get 2 Packs Free

Each Display Contains 20 Unpromoted Loose Packs (2 Unpromoted Loose Packs Per Carton)

**IMPORTANT NOTE:** This is not a mistake at your wholesaler. Do not return this product to your wholesaler. Place this live product into your regular inventory.



**Display Shipper Contents:** 10 Cartons of Product

**Per Carton Packing:** 2 Buy 2 Packs Get 2 Packs Free Offers  
2 Live Packs

6 Live Packs and 4 Complimentary

**Total Contents Equals:** 20 Saleable **B2G2F** Units \*  
20 Live Packs

As always, thank you for your assistance in the marketing of our products. If you have any questions, regarding this shipment, please contact your RJR Representative.

\* REVISED: 5/30/97

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